

# The acquisition of Novago sp. z o.o. by China Everbright Limited - a case study by FORDATA

## 01 Challenge

There were over 120 experts involved in the transaction process from more than a dozen advisory teams representing the selling and the buying parties. Each of them aimed at making due diligence analysis specific to their area of expertise (tax, legal, financial, environmental). In order to support this process, Novago had to provide advisers with **several thousand documents**, vary the access rights to files accordingly to allow each user to work independently on a given set of information; and comfortably from their local offices in Europe and Asia.

### CLIENT / TARGET

**Novago sp. z o.o.**

### INVESTOR

China Everbright Limited

### TRANSACTION TYPE

M&A

On the other hand, unable to predict whether the negotiations would lead to a successful deal closure, the company had to take care of the **safety of the shared information**, and secure documents accordingly.

## 02 Solution

Pekao Investment Banking, acting as a transaction advisor, recommended the use of FORDATA solution. Our virtual data room allowed streamlined access to a large amount of information through the creation of transparent directory structures and selective granting of access to files. The users could **analyze documents online 24 hours a day, comfortably from their offices**. Should any questions of technical nature occur, they could count on the immediate support of the FORDATA team, with a guaranteed 15-minute reaction time, 24 hours a day, and 7 days a week. In order to prevent information chaos, the users could only see the files that were necessary for their execution of a given task. In the event of new documents loaded to the VDR by the admin, each one was automatically informed about it.

During the almost 6-month-long process, the advisor to the sell side could analyze users' activity on an ongoing basis and - thanks to this - prepare in advance for upcoming questions on the part of the investor. Most of the documents were secured against saving to disk or printing, and were stamped with a watermark, which, in turn, gave the seller a guarantee that no confidential information could fall into the wrong hands.

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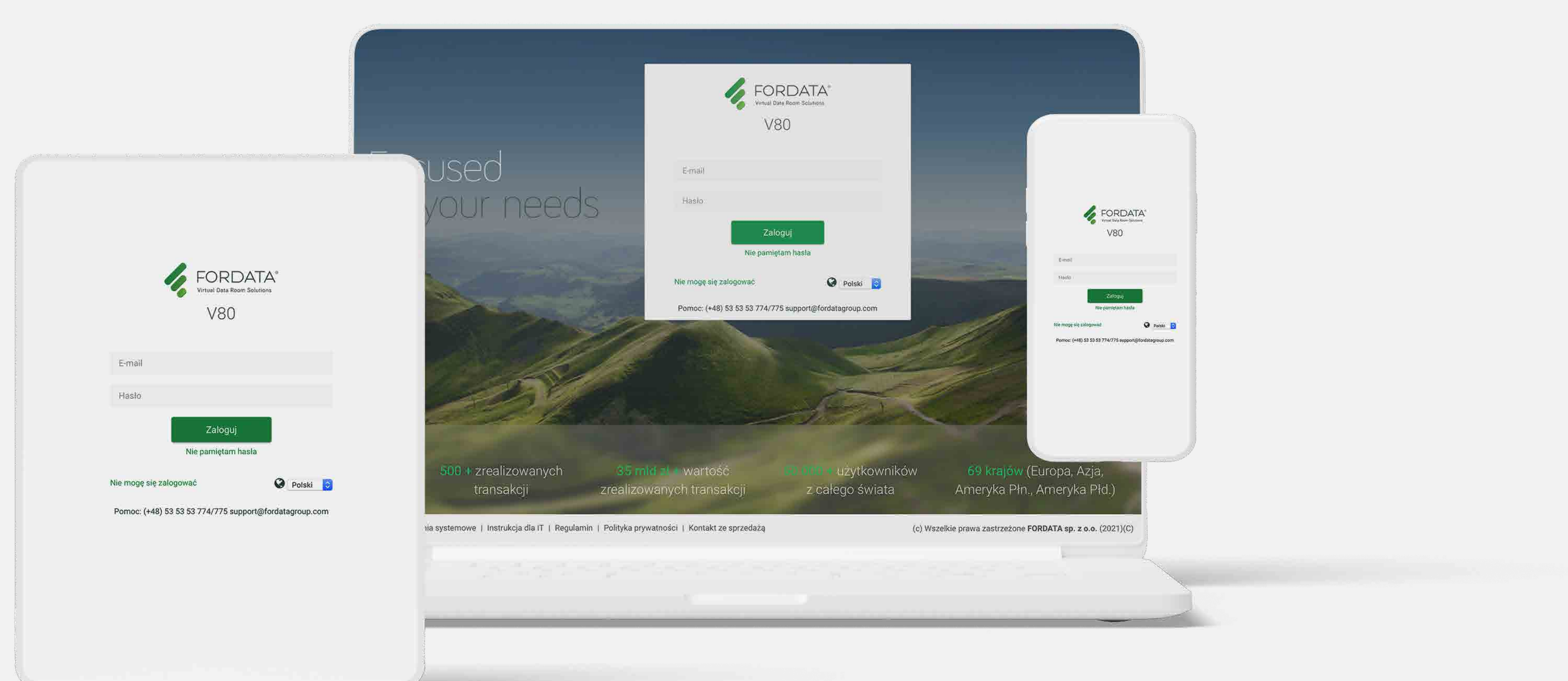
## What **value** did FORDATA deliver?

### To the Seller

The virtual data room system guaranteed the security of confidential documents made available in the course of transactions to many independent entities, and also provided the company with control over the process and the information provided. Thanks to the active support by the FORDATA team, the VDR service also made it easier for the Seller's team to focus on the substantive side of the process and its evaluation, rather than technical aspects, and thus **accelerated deal execution**.

### To the Buyer and the Advisors

VDR ensured a comfortable participation in the transaction, which was compliant with the industry standards. It allowed a convenient analysis of the documents from the office or anywhere in the world at a time preferred by the user, thus limiting business trips to the necessary minimum (especially important as the transaction was transnational).



## 03 Credentials

We value the **high quality of service** provided by FORDATA in the implementation of the project. Many times the Customer Service team acted immediately with great diligence and within a time-frame that exceeded our expectations.

**Piotr Rudzki,**  
Director of Financial Advisory Department  
at Pekao Investment Banking S.A.

FORDATA delivered a system that **guaranteed data security we expected**, allowing for conducting Due Diligence in an electronic form in accordance with industry standards expected by foreign investors.

**Bartosz Szalek,**  
Vice President, CFO at Novago sp. z o.o.

### PROJECT DETAILS

**Client:** NOVAGO sp.z o.o.  
One of the largest municipal waste processing companies in Poland.

**Transaction type:** acquisition of 100% of the Company's shares

"The Novago deal is the largest Chinese investment in Poland and the largest acquisition in environmental protection industries in Central and Eastern Europe."

**Seller:** Abris Capital Partners

The leading independent private equity fund focusing on mid-sized companies in the CEE region.

**Buyer:** China Everbright International Limited

The leading and one of the largest environmental protection companies in China, operating in four main concepts: ecological energy, ecological water, greentech and ecological technology.

### Advisors to the Seller:

Pekao Investment Banking (M&A),  
Norton Rose Fulbright (legal),  
Deloitte (financial, tax, commercial),  
Ramboll Environ (environmental)

